



SANDHAR TECHNOLOGIES LIMITED

INVESTORS' PRESENTATION 27th MAY 2019

Annual Financial Performance FY 18-19

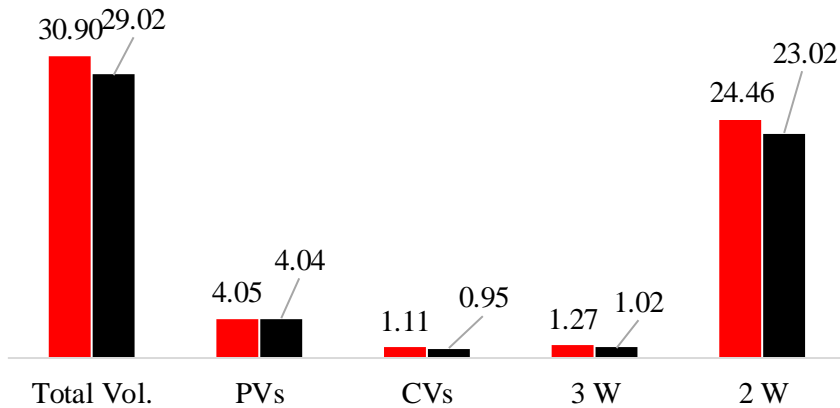


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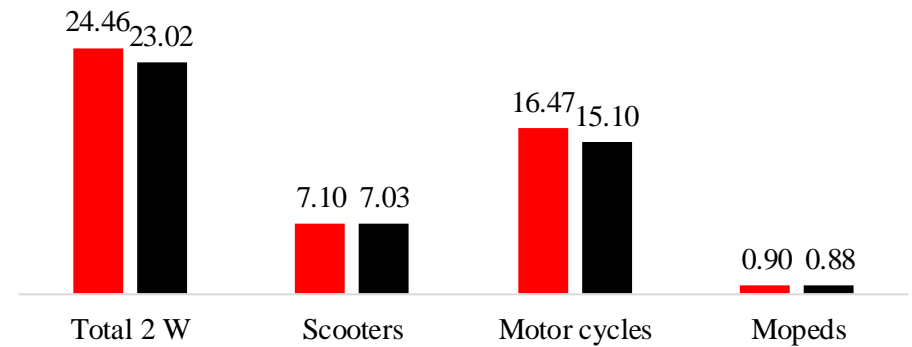
+6.5%

Indian Auto Sector



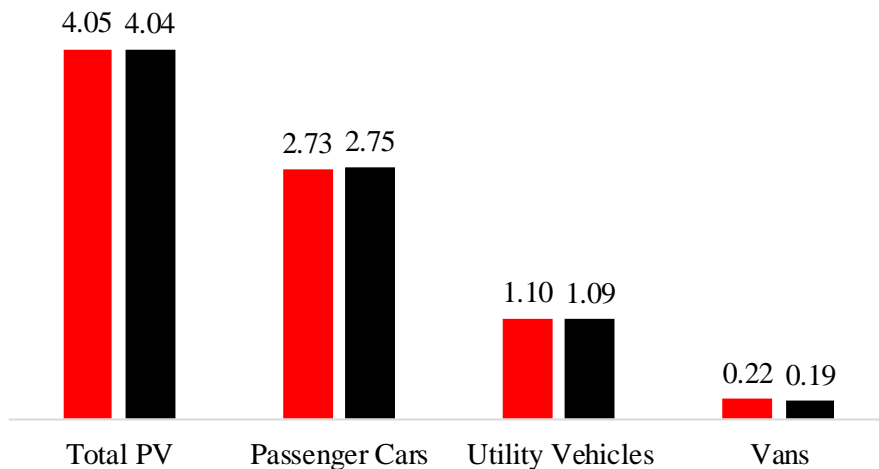
+6.3%

2 Wheelers



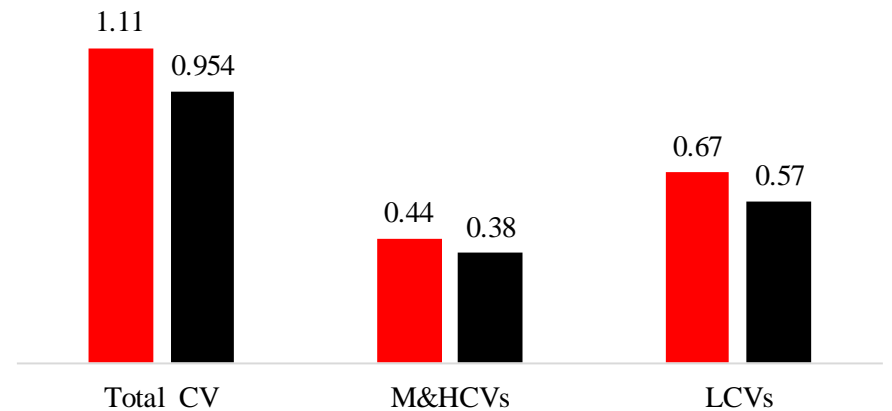
+0.4%

Passenger Vehicles








+16.1%

CVs



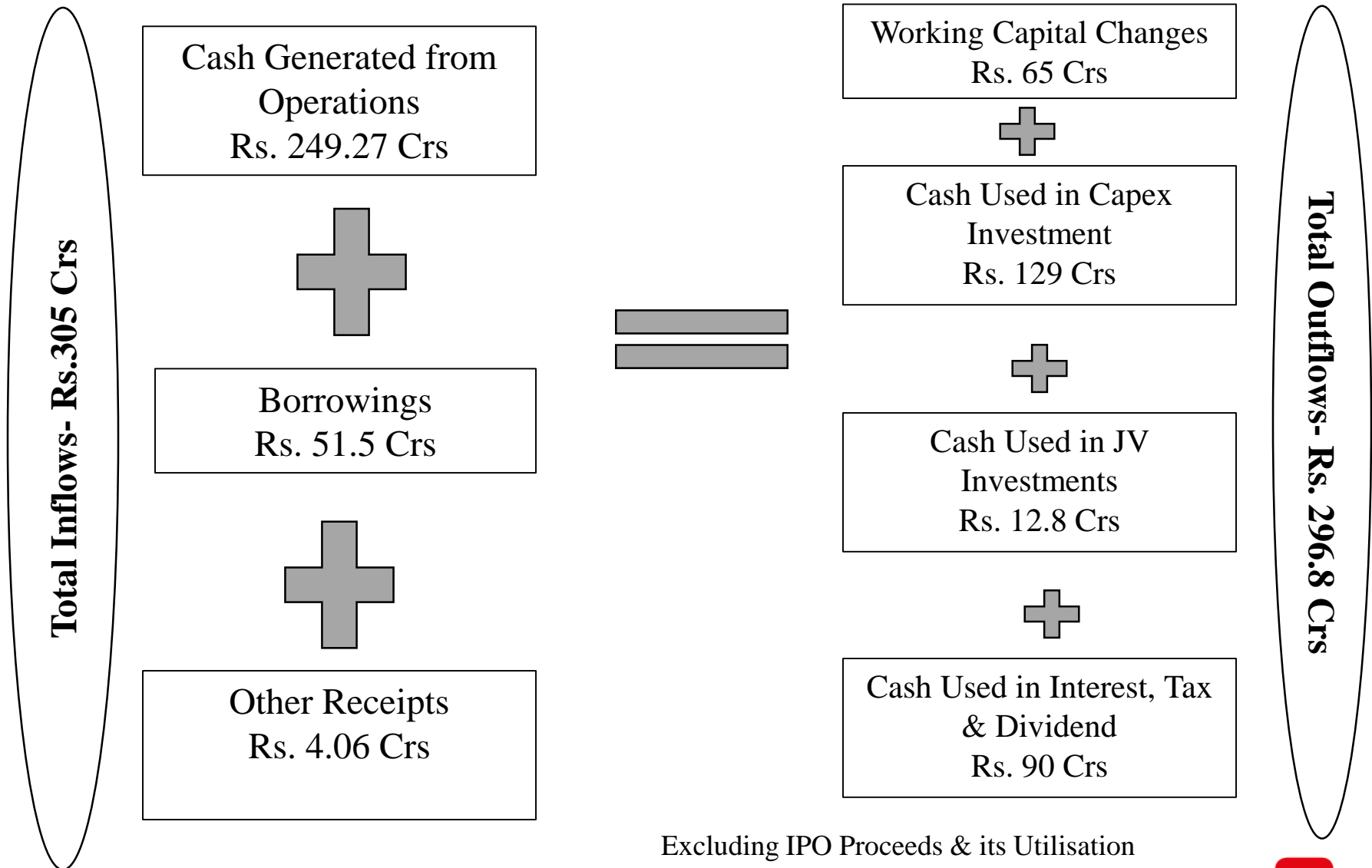
■ FY 18-19 ■ FY 17-18

	Consolidated			Standalone		
	FY'19 (A)	FY'18 (A)	GR Vs LY %	FY'19 (A)	FY'18 (A)	GR Vs LY %
 Revenue	2,342	1,951	↑ 20.0%	2,043	1,689	↑ 21.0%
 EBITDA	258	213	↑ 21.0%	228	191	↑ 19.2%
EBITDA %	11.0%	10.9%		11.1%	11.3%	
 EBT	145	97	↑ 49.9%	142	98	↑ 45.3%
EBT %	6.2%	5.0%		6.9%	5.8%	
 PAT	96	66	↑ 45.1%	95	67	↑ 41.0%
PAT %	4.1%	3.4%		4.6%	4.0%	
 EPS (Rs/Sh)	15.9	12.8	↑ 24.4%	15.8	13.2	↑ 19.9%
ROCE (Pre Tax)	16.9%	15.0%		18.1%	17.3%	
ROE	14.2%	14.6%		14.3%	14.9%	

Balance Sheet & Cash Flow

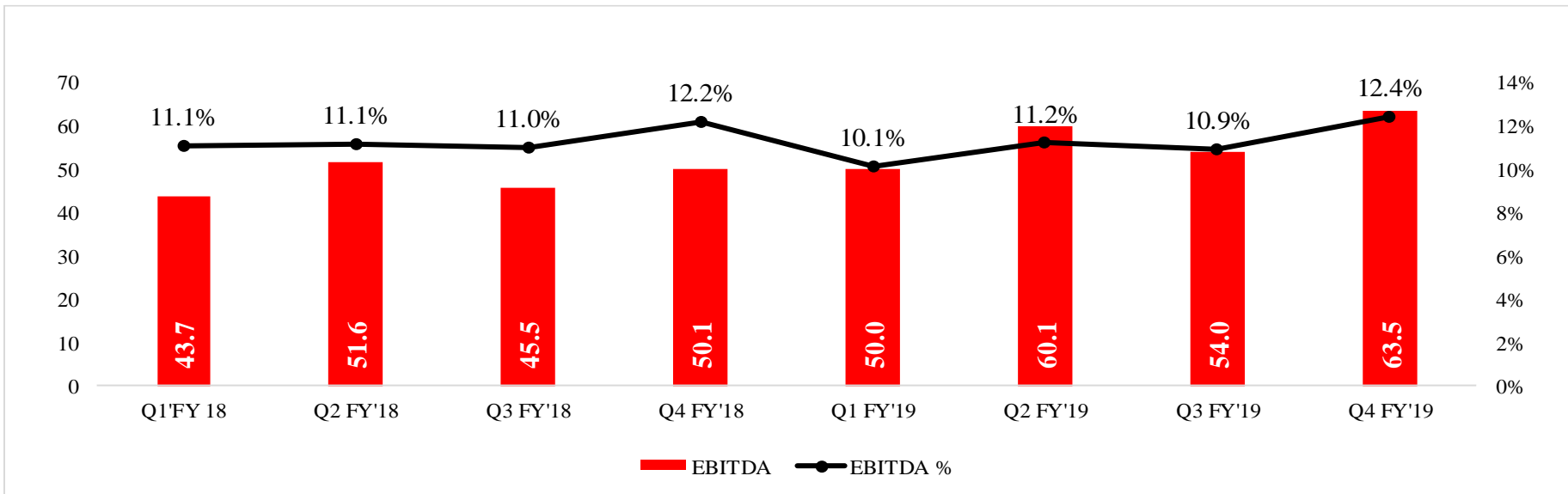
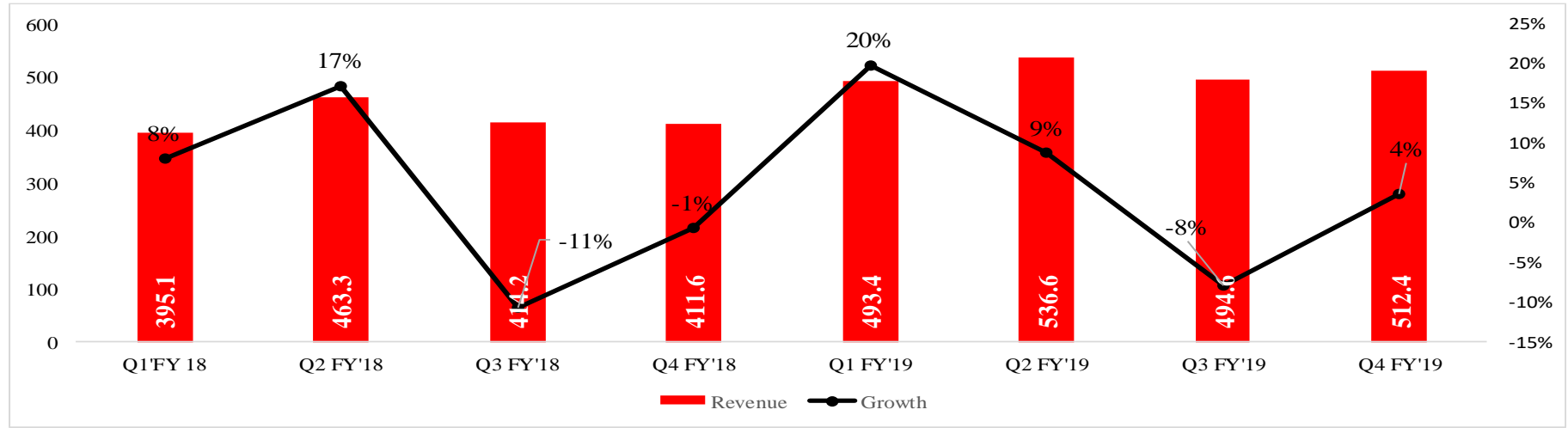
(fig in Rs. Crs)

	Cosolidated		Standalone		Cash Flow Statement	Consolidated		Standalone	
	FY-19	FY-18	FY-19	FY-18		FY-19	FY-18	FY-19	FY-18
Application of Funds					Cash Flows from				
Non-current assets					Operating Activities				
Net Fixed assets	780.8	749.5	617.5	597.0	Operating profit before	249.3	207.2	225.8	190.5
Non-current investments	30.7	18.6	67.4	49.3	working capital changes	(70.7)	(1.6)	(68.3)	3.3
Other non-current assets	19.3	23.7	17.5	21.7	Movements in working				
Total Non-Current					Cash generated from	178.5	205.6	157.5	193.8
Assets	830.8	791.8	702.4	668.1	operations				
Current assets	630.7	792.6	477.3	654.0	Net cash inflow from	126.1	188.0	106.3	176.5
Total Application of					operating activities (A)				
Funds	1,461.5	1,584.4	1,179.7	1,322.1	Net cash used in investing	(134.8)	(187.4)	(114.5)	(153.7)
					activities (B)				
Sources of Funds					Net cash flow used in	(243.4)	247.3	(244.7)	228.3
Share capital	60.2	60.2	60.2	60.2	financing activities (C)				
Reserves and surplus	659.4	574.1	648.5	563.4	Impact on cash flow on				
Shareholders' Funds	719.6	634.2	708.7	623.6	account of foreign	0.9	1.4	-	-
Minority Interest	3.5	2.8	-	-	currency translation				
Long Term Secured Loans	8.4	12.8	0.6	1.0	Net increase/(decrease) in				
					cash and cash	(251.3)	249.3	(252.9)	251.1
Other Non-current liabilities	23.9	20.4	11.7	5.7	equivalents (A+B+C)				
Total Long Term					Opening Cash Balance	255.0	5.7	253.5	2.4
liabilities	32.4	33.2	12.3	6.7	Cash and cash equivalents				
Short Term Loans	259.5	208.0	113.2	74.0	at the end of the year	3.7	255.0	0.6	253.5
Current liabilities &									
Provisions	446.6	706.2	345.6	617.8					
Total Sources of Funds	1,461.5	1,584.4	1,179.7	1,322.1					



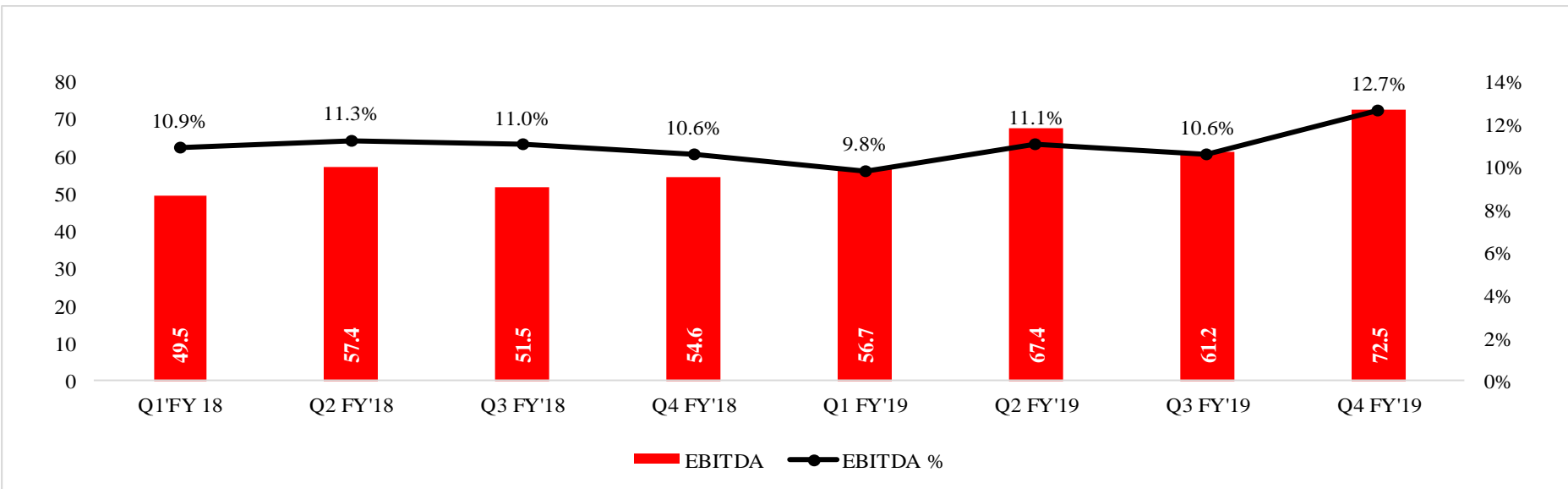
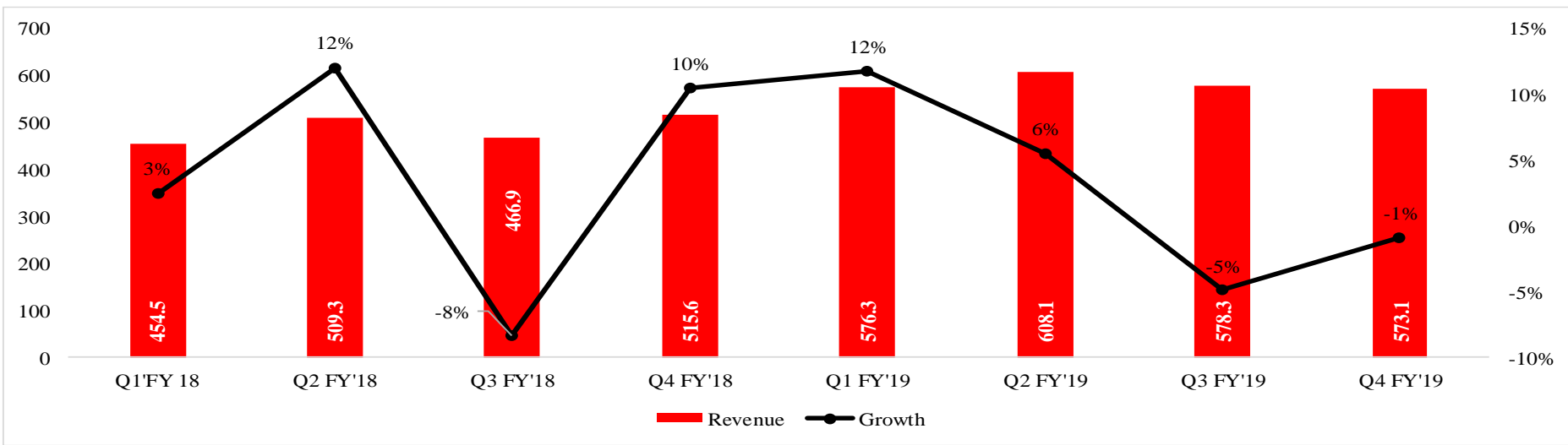
Standalone Quarterly Trend

(fig in Rs Crs)



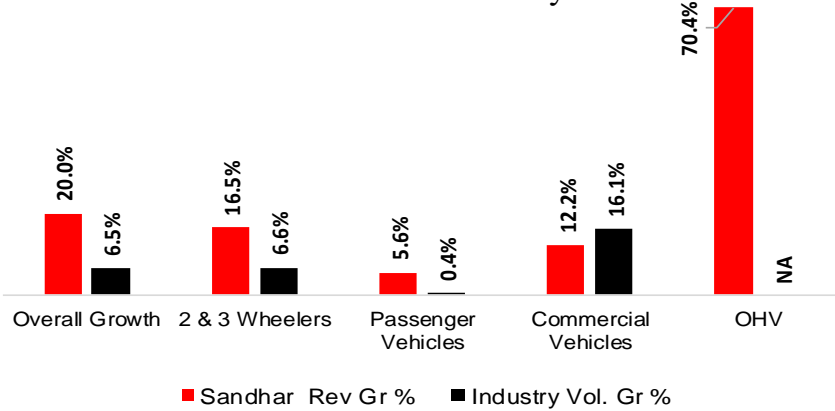
Consolidated Quarterly Trend

(fig in Rs Crs)

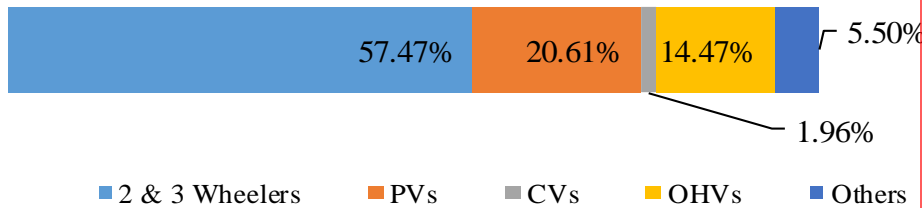


Where are we.....

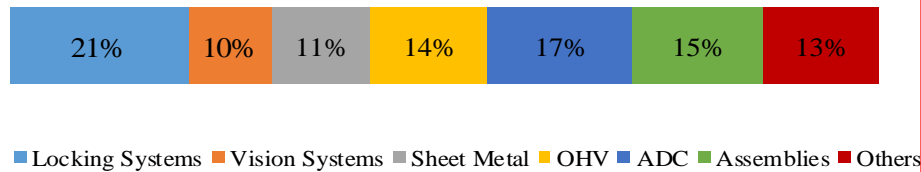
Sandhar vs. Industry



Segmentwise Revenue



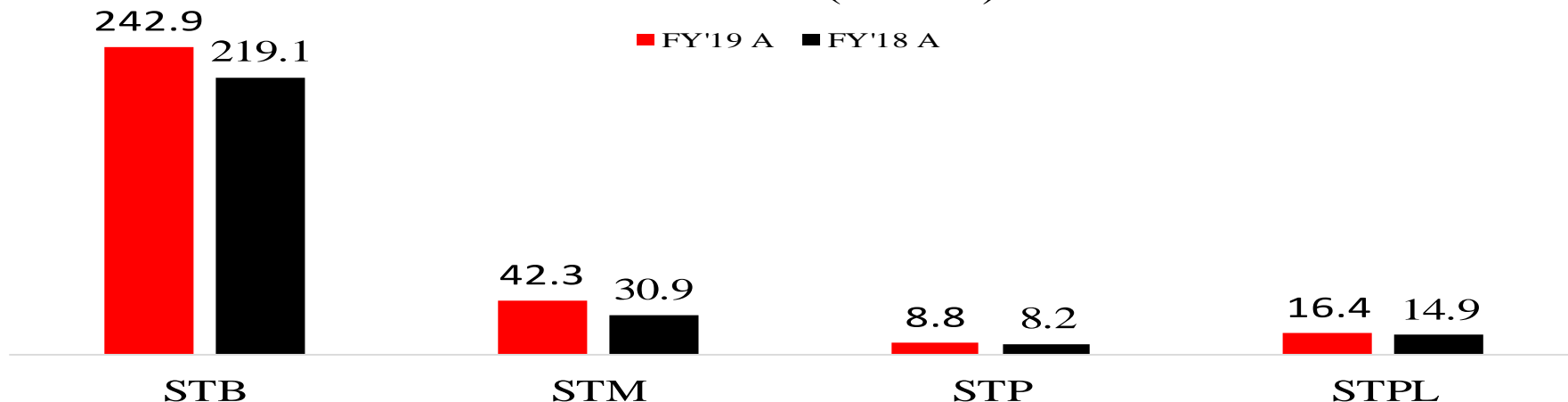
Productwise Revenue Pie



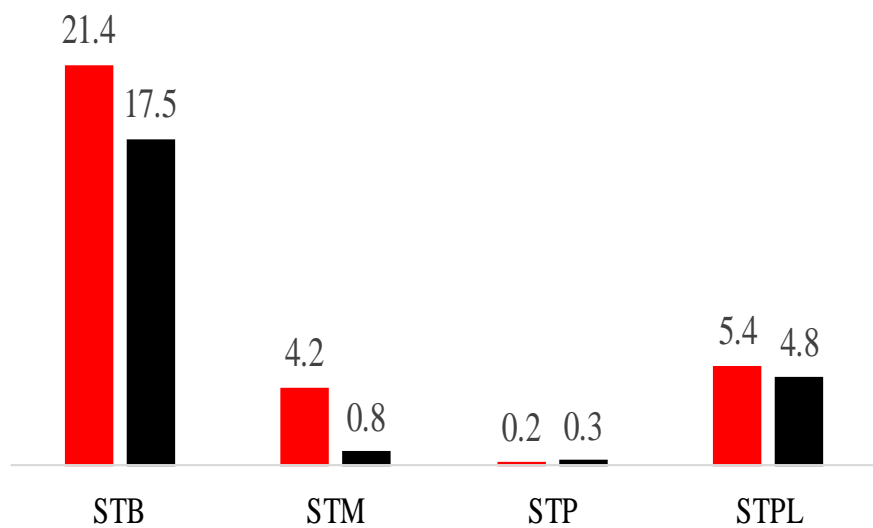
Customer	OEM Vol (Mn)	STL Rev (Rs in Crs)	OEM Gr %	STL Gr %
Hero	7.8	637	3.1%	10.8%
TVS	3.8	532	11.6%	27.0%
HONDA	0.2	161	7.4%	1.5%
JCB	NA	158	NA	125.3%
BOSCH	NA	107	NA	5.0%
ROYAL ENFIELD	0.8	95	0.7%	10.2%
TRW	NA	86	NA	4.3%
Autoliv	NA	50	NA	26.4%
TATA HITACHI Reliable solutions	NA	60	NA	59.0%
TATA	0.7	29	14.5%	3.6%
HONDA	5.9	23	-3.6%	14.4%

Total Income (Rs. Crs)

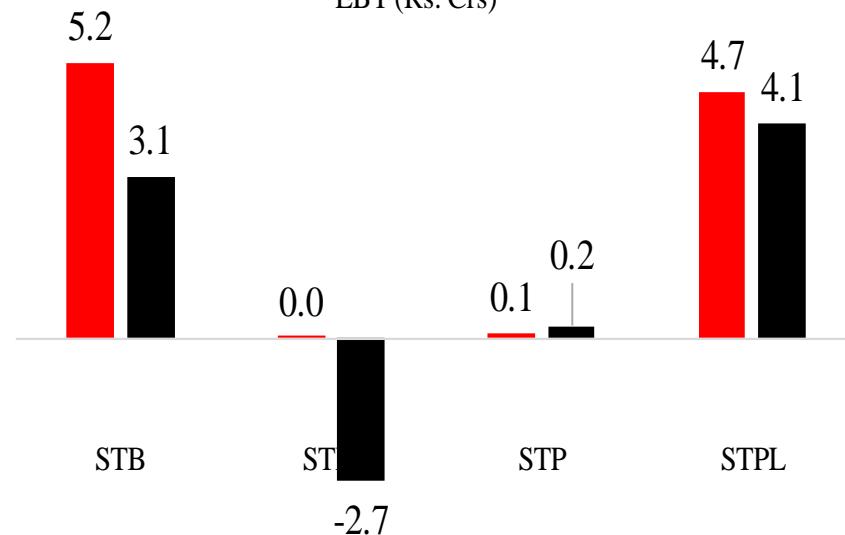
■ FY'19 A ■ FY'18 A



EBITDA (Rs Crs)

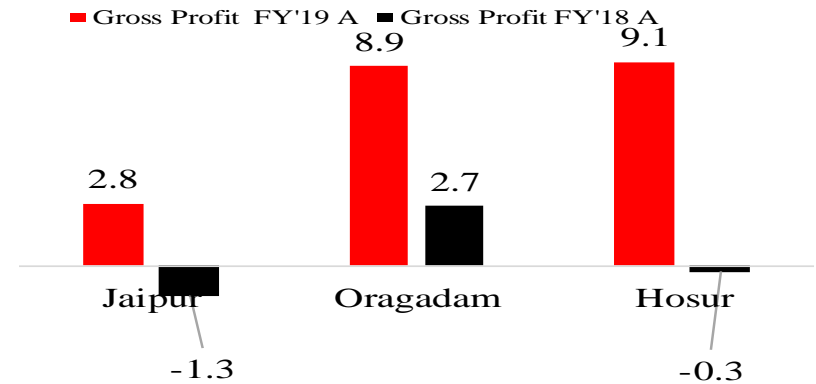
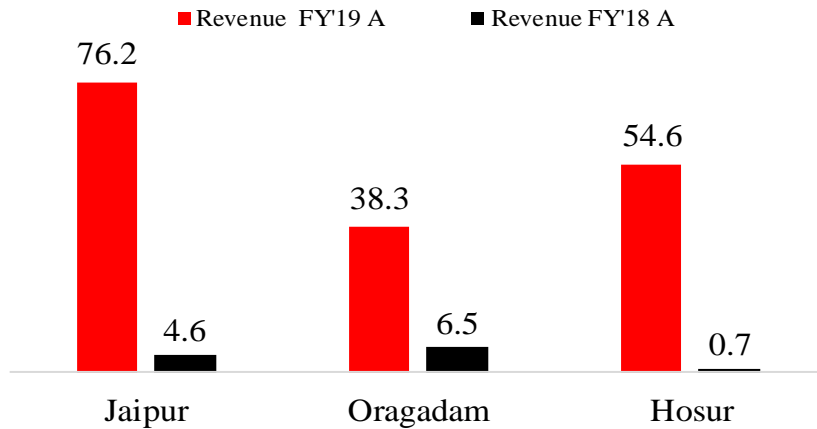


EBT (Rs. Crs)



Where to cover.....

(all fig in Rs Crs)



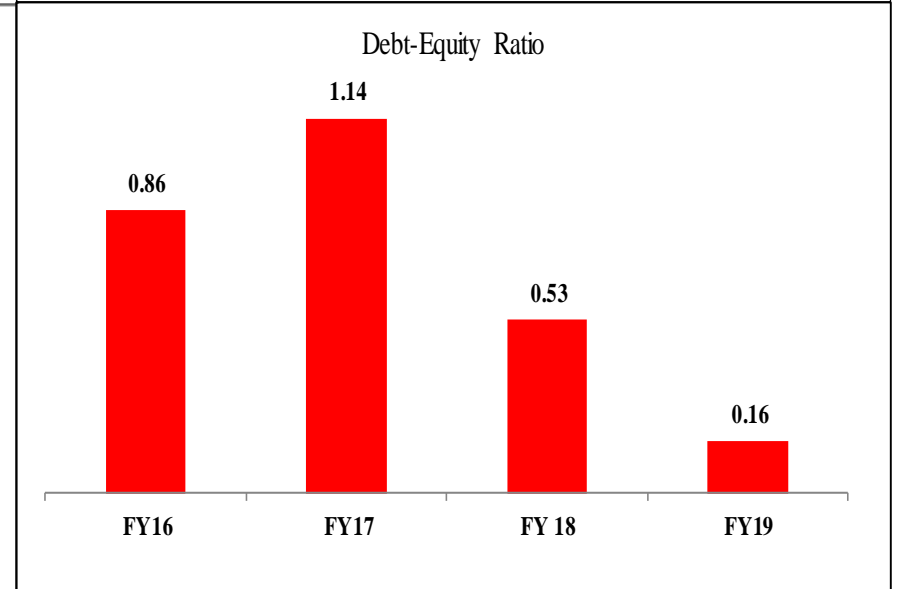
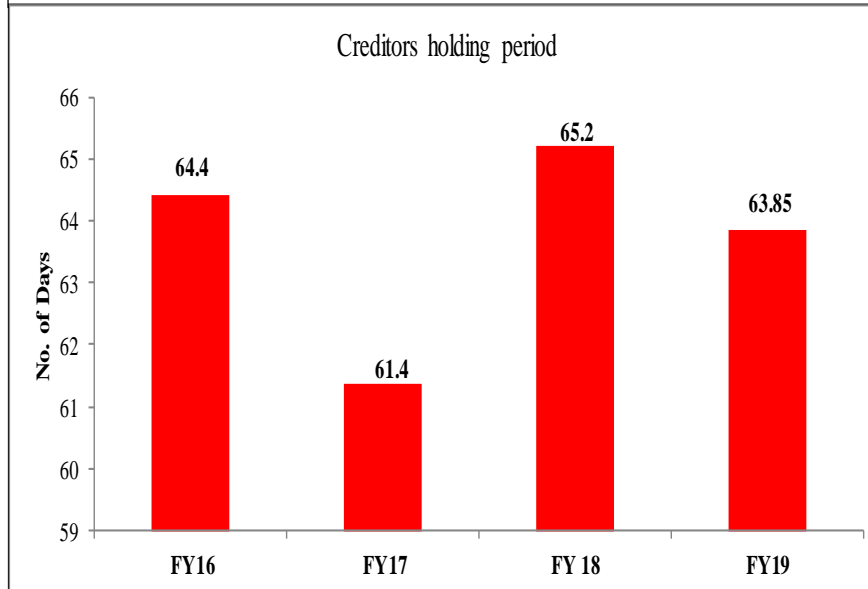
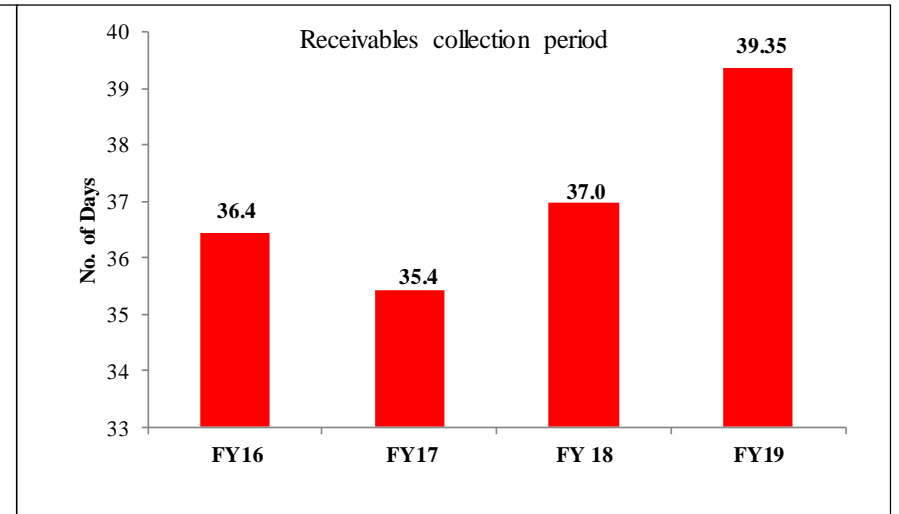
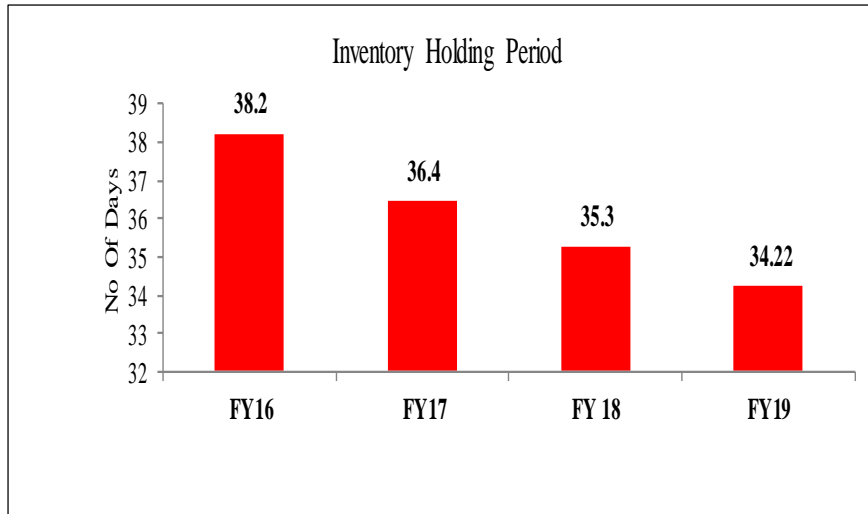
- Investments : 33.3 Crs
- EBITDA : (4.29) Crs Vs (2.5) Crs FY 18
- EBT : (8.21 Crs) Vs (3.95) Crs FY18

- Investments : 52.27Crs
- EBITDA : 2.86 Crs Vs 0.6 Crs FY18
- EBT : (1.07) Crs Vs (0.40) Crs FY18

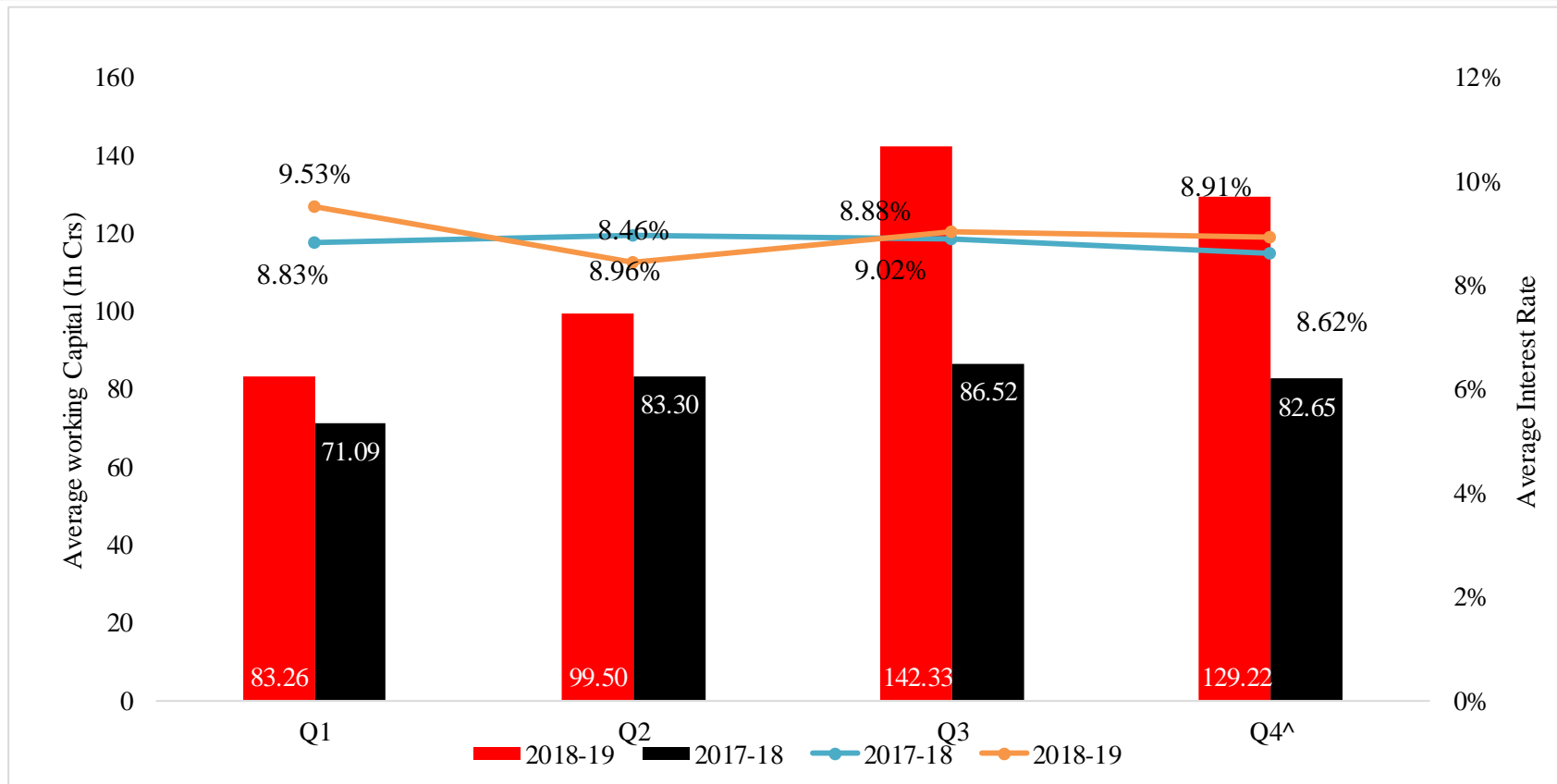
- Investments : 69.58 Crs
- EBITDA : 2.5 Crs Vs (0.5) Crs FY18
- EBT : (3.44) Crs Vs (0.9) Crs FY18

• EBITDA impact : 1.1 Crs (Margin impacted by 0.05 %) ; EBT impact : -12.72 Crs (Margin impacted by 0.62%)

Financial Ratios- Standalone



STL- Working capital Utilization



3 M MCLR (YBL)	Q1	Q2	Q3	Q4
FY 2018-19	8.97%	9.25%	9.53%	9.45%
FY 2017-18	8.47%	8.38%	8.27%	8.60%

THANK YOU

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